**https://www.youtube.com/watch?v=mlMKC1WJEQM&t=12s**

**INTERVIEW WITH A SUCCESSFUL ENTREPRENEUR**

Rep.: In the beginning, could you please tell us something about yourself?

A.C.: Hello, my name is Adrian Chiva, I am a former student of Dimitrie Bolintineanu Technological High School, I am 46 years old and I own the company that was presented at your high school’s event. Like many others, I started from scratch. I am proud to have graduated from Dimitrie Bolintineanu High School and therefore I am very happy to have been invited to your event, I always feel good returning here.

Rep: How old were you when you started your business?

A.C.: I have always liked to do things with my hands. So, after my student years, I started doing some ironworks which I remember now with a great sense of satisfaction. It was a manufacturing activity. I would invest one leu and get three lei back. Once, I went on holiday to the seaside with my girlfriend, my sister and some friends and we would go to a fair and sell the things made by me there…. it was an interesting experience. Now, 20 years later I still like to keep myself busy with this kind of stuff.

Rep.: How would you define entrepreneurship?

A.C.: It means investing and consuming a lot of energy, it means having wonderful days and very hard days, it is complicated….. a real adventure. Yes, that’s what it is….. an adventure. But, if you keep going, you’ll have success.

Rep.: How did you choose your field of business?

A.C.: Oh, that it is simple. I have always loved wood. I loved the way it feels after you grind it, like a baby’s skin. I loved its natural smoothness when you touch it, its perfection, its sensitivity. But given that as a raw material it is very expensive and requires a lot of craftsmanship, I started working with plywood, much easier to find, easier to cut, to bind, everything goes faster with it. So I have been using melamine plywood but my heart is still with wood so my dream is that in the future our company will be able to produce furniture made of wood.

Rep.: What advice would you give a young entrepreneur who wants to have a lasting business?

A.C.: First of all, not everyone needs to be an entrepreneur just not like everybody has to become a doctor, an engineer and so on. Each individual needs to find his own path. It is not ideal to be an entrepreneur. It is for me, but it doesn’t have to be for everybody. I have presented some examples to the students. Take your father for example. He is an excellent mechanic. He has found his calling in this area. I have former classmates working in Bucharest, some are entrepreneurs, some are not. Your ideal is what you make of your life. In the end entrepreneurship is your path in life. Each individual sets his own path. Entrepreneurship is not something you **have to** become. What is important is that you **feel** what you are doing. I **feel** for what I am doing; my heart is in what I am doing. Each individual must **feel and believe** in order to get somewhere. I have a saying, it is my own not from any books or anything: Life is like swimming, if you don’t swim and you don’t try you drown, if you just float, the water – which is life – will take you where it wants, but if you swim then you will get where **you** want. So, that’s my philosophy: if you want something, you need to act on it, if you want to get from A to B you need to want it bad enough and do something about it. Nobody will come to give it to you for free. We all, my colleagues, your father, didn’t get where we are because we were pushed by someone, we liked it, we wanted it, we worked hard, we lost sleep and many nights. Equipment would break on holidays, orders would call you to distant places around the country, problems need to be solved quickly, and so on… That’s basically it. It’s life.